# Mini News

## News For The Employees of Data General

October 30, 1987

## Data General Reports Fourth Quarter, Fiscal 1987 Results

Data General has reported income of $3.4 million, or $.12 per share, including a tax benefit of $1.8 million and before an extraordinary loss, for its fourth quarter which ended September 26. The company reported earnings of $4.6 million or $.16 per share during its fourth quarter last year.

Net loss for the fourth quarter was $22.6 million or $.79 per share. This included an extraordinary loss of $26.0 million, resulting from the previously announced settlement of litigation between the company and Digidyne Corporation. For the fourth quarter last year, the company reported a net loss of $26.3 million, or $.96 per share. This included an extraordinary loss of $30.9 million, resulting from the settlement of litigation with Fairchild Semiconductor Corporation.

Revenues for the quarter were $332.3 million, compared with revenues of $330.1 million for the same period last year.

Operating income was $3.2 million or 1.0 percent of total revenues, compared with operating income of $12.6 million or 3.8 percent of revenues during last year's fourth quarter.

### Fiscal 1987 Results

For the 1987 fiscal year, the company reported a loss, before extraordinary losses, of $82.9 million or $3.07 per share. The loss included a charge of $53.8 million resulting from a corporate-wide restructuring and cost reduction program. This compares with earnings of $5.7 million or $.21 per share for fiscal 1986.

Total revenues for the year were $1.27 billion, compared with a similar $1.27 billion figure in 1986.

Operating loss for the year was $60.4 million, compared with income of $20.7 million for the previous year. Net loss for fiscal 1987 was $127.1 million or $4.71 per share. This includes extraordinary losses of $26.0 million resulting from the Digidyne litigation settlement and $18.2 million from the early redemption of the company's $150 million Sinking Fund Debentures that

were due in 2015. This compares with a net loss for fiscal 1986 of $29.0 million, or $1.07 per share.

"Data General has returned to operating profitability earlier than expected as the result of greater than anticipated revenue growth in the fourth quarter," says President Ed de Castro.

"Orders have shown continuing improvement, especially in Europe and more recently in the United States. With continued increases in revenue and with the benefits of our cost reduction program announced in July, we believe the company is well positioned for future growth in profitability.

"However, the recent volatility in the world financial markets requires that the company maintain a flexible strategy to cope with market conditions. While we have seen no change in our customers' buying intentions, we are watching the situation closely."

Ed says that the company's efforts to strengthen its position in the value-added reseller markets are starting to pay off. During the past year the company added 85 new high-quality VAR customers.

"We also have established our presence in the telecommunications market through a joint development agreement with Nippon Telegraph and Telephone Corporation (NTT) of Japan. This is the first step in what we believe will be a beneficial long-term partnership with NTT."

Separately, Data General has signed a three-year $200 million committed revolving line of credit agreement with 16 international banks, which is available for general corporate purposes.

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**Benefits Brief**

In this issue of *Mini News* you will find an insert describing Data General's Coordination of Benefits plan. This insert, entitled Benefits Brief, is the fourth in a series of regular articles detailing Data General's various benefits programs or other benefits issues of particular importance to employees. These inserts may be saved and used as a valuable future reference.

# Hodge To Direct Worldwide Marketing/Sales Support



*Norm Hodge*

**Norm Hodge** has been appointed director of Worldwide Marketing and Sales Support, within the Worldwide Field Engineering division. He reports to Division Director Brian Wood.

In this position, Norm is responsible for supporting Hardware and Software Service Program Marketing, Cooperative Services, Marketing Communications, Contract Negotiations and the telemarketing groups selling service contracts and spare parts.

Reporting to Norm are Frank Georgio, manager of Hardware Service Marketing; Larry Lapide, Decision Support manager and acting manager of Software Service Marketing; Steve Carter, Marketing Communications manager; and Jim Inammorati, manager of Contract Negotiations. Norm will continue to manage the Cooperative Services Group on an acting basis.

Norm joined Data General in 1982 as manager of Business Unit Marketing with other assignments as Field Engineering National Sales manager, Field Engineering Product Marketing manager and Marketing manager of DG Direct. His most recent position was manager of Cooperative Services.

Before coming to Data General, Norm spent 12 years with the Norton Company where he held a number of field sales and marketing positions. He holds a bachelor's degree in business administration from the University of Connecticut, and recently attended the Emerging Executives program at Pennsylvania Sate University.

# Scanlon To Direct New Division; Babcock Named Director of PMD

The Software Business Division has been established to serve as Data General's focal point for software business strategy and execution. John Scanlon, who was most recently division director of the Product Marketing Division (PMD), will be directing the activities of the new business unit. John reports to Herb Richman, executive vice president.

Responsibility for marketing all company-developed software products as well as those co-marketed or re-sold with third parties will be handled within the Software Business Division. Reporting to John will be groups responsible for Marketing/Merchandising, Contract Negotiation and Administration, Technical Operations and Plans and Controls.

In his 13 years with Data General, John has held a variety of Sales, marketing and research and development positions. John holds a bachelor's degree in electrical engineering from Rensselaer Polytechnic Institute and an MBA from Harvard University.

**Barbara Babcock** has been promoted to division director of PMD, succeeding John. Barbara, who has been with Data General for 11 years, was formerly the director of Systems and Software in PMD.

As division director, Barbara is responsible for developing and managing Data General's product and systems strategies worldwide. Barbara also will oversee the development of product pricing strategies, product line competitiveness and the development of worldwide product and marketing requirements for the company's development divisions. Barbara reports to Dave Lyons, vice president of Group Marketing.

Reporting to Barbara are: Paul Phaneuf, director of Software Product Marketing; Joe Forgione, director of Communications Product Marketing; and David Ellenberger, director of System Product Marketing.

Barbara graduated from Carleton College with a bachelor's degree in English and received her MBA from Northeastern University. She recently attended Harvard University's Executive Program for Management Development.

# Toastmasters' Open House Attracts New Members

More than 25 employees interested in finding out more about public speaking attended the Data General Toastmasters' open house held in Westboro last week. Guests were treated to pizza, soda and most importantly, informative and entertaining speeches.

"We wanted to provide an opportunity for employees to come and listen," says Michael Cadden, vice president of the group. "Like our regular meetings, the open house gave employees a chance to find out who we are. We recently had six people join the group. We believe we will increase that number after last week's event."

"While the open house gives people an idea of what we are like, it may scare potential members away," Michael says. "They can see and hear the group's more experienced members and say 'Oh, I could never do that.' But that is what we are here for. We want to help employees become better public speakers."

Not every employee's position at Data General requires them to give presentations. But the skills gained through Toastmasters can apply to just about everyor Michael says.

"The group teaches members how to be more organized, how to get to the point and not ramble, how to

time a speech, how to be flexible, and most importantly, how to work around nervousness."

The group works on more specific topics, as well.

"We work on body language, sincerity while speaking, ~cal variety and the art of persuasion," Michael says. Each meeting has a particular format, and each member plays a certain role. Each week someone is asked to be the toastmaster for that meeting, which requires the person to act as moderator. Other members act as timers, evaluators and, of course, speakers. Two or three speeches are presented during each meeting.

"The most important aspect is the feedback on the speakers' performance," Michael says. "Toastmasters is a close-knit, encouraging group. We videotape speeches as often as possible. The progress is immense."

Meetings are held each Wednesday at noon in the MTI conference room A (near the Resource Information Center) in Westboro. Meetings are generally held in the same location at the same time. For further information, contact Lydia Losch, Toastmasters' president, via CEO at host system Challenger or at extension 3363 in Westboro. Toastmasters is an international organization, with more than 6,000 clubs worldwide.



One of the speakers during the open house, Phil St. Marie, delivers an inspirational talk.
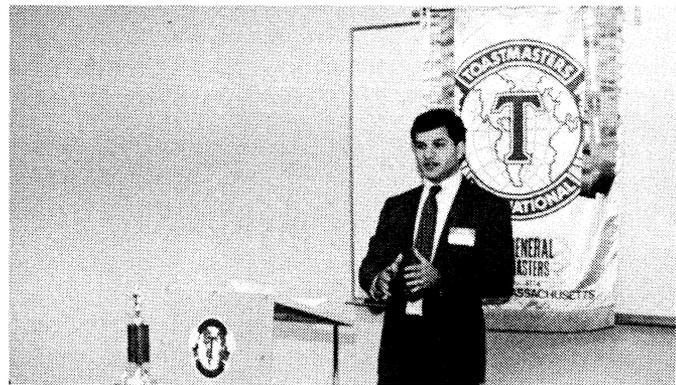


Gary Richman, the master of ceremonies, or Toastmaster, addresses members and guests at the Toastmasters' Open House.

## Marketing Education Sponsors Needs Analysis Workshop
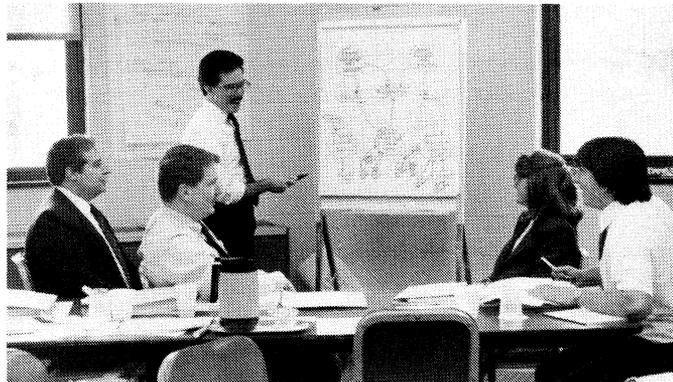


Data General Systems Engineers (from left) Bob Harrison, Greg Couch, George Berelson, Joan Collins and Mike Salas work on a case study in the Needs Analysis Workshop.

Data General systems engineers within the North American Sales Division (NASD) recently were given a closer look at how to effectively work with customers through the second Needs Analysis Workshop. It was sponsored by Marketing Education.

The workshop stressed that successful selling must focus on understanding customer needs and finding solutions to those needs. During the week-long workshop, the systems engineers were shown modeling tools and techniques necessary to conduct an effective customer needs analysis. The course also introduced the fundamentals of risk analysis and its use in setting customers' expectations and managing projects, and customer interview techniques.

"The information given and the techniques taught will allow me to present myself in a more professional manner," said one participant of the workshop.

"Now I will be able to evaluate a customer's needs from a system point of view, not a hardware point of view," said another systems engineer after the workshop. "If the time is taken to understand what a customer's business is, it is much easier to develop and maintain a good working relationship."

Participants in the workshop were systems engineers from offices throughout the United States.

## Calling All Unused Equipment

If your department has any video terminals or printers which are presently unused or unassigned, contact Billy Porter, a material planner within the Continuing Products Division (CPD) at 221-1441 or via CEO at host system WEBO04.

All of this currently unused equipment will be refurbished and then offered for sale to customers through CPD or set aside for future internal use.

Your cost center will be issued a budgetary credit for any equipment accepted.

### In Communications Systems

**Dan Byron** has joined the Data Communications and Network division as a software engineer, reporting to Manager Josh Weiss. Dan is reponsible for coding and designing network software to connect PCs and ECLIPSE MV/Family computers.

Before joining Data General, Dan was employed at Applied Physics, Zenith Data Systems, AT&T Information Systems and IBM. He holds a bachelor's degree in computer science and electrical engineering and a master's degree in electrical engineering from Purdue University.

### In Systems Development

**John Kumpf** has joined the Central Processor Development department as an engineer, reporting to John Freeman, section manager. John is responsible for the logic design and development of CPUs for new ECLIPSE MV/Family computers. He is a recent graduate of the University of Pennsylvania, where he earned a bachelor's degree in computer engineering.

## Westboro

# Need A Meeting Room?

Managers in need of meeting rooms in Westboro may find the space they need just around the corner. There are more than 30 conference rooms in buildings 14A and 14B, not including the Employee Conference Center (formerly "Guest Marketing.")

Many of these rooms are assigned to various departments that make frequent use of the space. However, there rooms may be available to other departments upon request.

The Employee Conference Center is managed by the Public Affairs Department. Information regarding use of the center is stated below.

### Employee Conference Center: Guidelines For Use

Please observe the following guidelines when using the Employee Conference Center in Building 14A. They have been established for your convenience and the convenience of other employees.

1. Rooms must be reserved 24 hours in advance. Please procure and send a completed Employee Conference Center room request form via CEO to Susan Davolio on host system MSIS03 or call extension 4660. Please do not occupy a room without a reservation. You may be taking it away from others.

2. Please notify others where you can be reached during your meeting. Most conference rooms have a phone.

No receptionist services are available at the center, and no one may know where you are.

3. Please do not remove equipment or furniture from the Conference Center, nor move equipment or furnitur to other rooms in the center. Call extension 4660 if yc need assistance.

4. Please clean up your conference room before leaving. Other employees deserve a clean meeting room. There is no janitorial service at the center during the day.

5. Food service for meetings between employees and vendors, or other business visitors can be obtained only after acquiring the approval of a director of the department. Food service for employee-only meetings requires the approval of a vice president. The employee sponsoring the meeting is responsible for making arrangements for food service, and for ensuring that leftovers, coffee urns, etc. are removed immediately after the meeting.

# Diabetes Screening Clinic Set

November has been designated as National Diabetes Month. During this time, the Westboro Health Services department will provide diabetes screening for employees. Data General-Westboro employees are invited to make an appointment to have their blood glucose level tested. For more information or to set up an appointment, employees should contact Laura Borelli, Human Resources Medical assistant, at extension 4544 Westboro.

An estimated six percent of the U.S. population (about one in every 16 people) has diabetes. Half of these people are not even aware that they have this condition. While diabetes and its complications are a leading cause if death in the U.S., individuals can treat the disease or reduce their risks of developing diabetes.

A simple diagnostic test for diabetes - the blood glucose test - will indicate whether you should see your physician for further consultation or treatment. The Health Services department also will be able to provide a referral, if needed.

# There Is A Lot To Parking At Westboro

Data General-Westboro employees are reminded that all vehicles must be properly parked to allow unobstructed access to all roadways, parking and fire lanes.

Spaces are color-coded to allow maximum parking. Green-lined areas are for compact and subcompact cars. White-lined areas are for full-sized cars, vans and pickups. Yellow-lined areas mean no parking.

The circle drive parking area, just outside the lobby Building 14A is for customers, vendors and Human Resources department guests. No Data General employees should use these spaces.

## A Reminder About Overnight Parking

During the winter months, employees leaving their cars cvernight in the Westboro parking lots should ntact extension 6100 and provide Security with their name and a car description. Also, employees should park in the outer visitors' circle in front of the lobby in Building 14A, adjacent to the helicopter pad. This will allow for more efficient snow removal.

## Benefits Brief

### Coordination Of Benefits

One of the most confusing issues in the area of health insurance is "Who Pays?" When there are multiple coverages within a family, the insurance industry has struggled to establish standards over the years which properly distribute financial burden. Data General follows the current industry standard for coordination of benefits (COB) in determining payment under both its medical and dental plans. You should save this article if you have multiple coverage.

The Data General Medical and Dental plans coordinate each plan's benefit payments with the benefit payments of other plans under which you or your eligible dependents are covered.

COB is designed to provide for an orderly payment ocedure in case of duplicate health care coverage and to eliminate double payment for the expense of the same illness. Under COB, benefits to you and your covered dependents by more than one group plan are limited to no more than the total health care expenses incurred.

### How does COB work?

Benefit coordination between group health plans operates using three basic principles:
1. The plan that pays benefits first, the primary plan, is determined using uniform Order of Benefit Determination rules.
2. The primary plan is required to pay benefits in the same manner, and at the same level, as it would if there was no duplicate coverage.
3. The plan that pays benefits second, the secondary plan, pays the remainder up to the total amount of the expenses actually incurred, but never more than it would have paid had it been the primary plan.

### What are Order of Benefit Determination rules?

Most group and government insurance plans contain itten COB rules. Plans that do not use COB, always ay benefits first. Plans with the standard COB rules pay second. Where both plans have proper COB rules, the order of benefits is as follows:
1. The plan covering the patient as an employee is primary and will determine its benefits before a plan under which the patient is covered as a dependent (secondary plan).
2. If the patient is a dependent child covered under both parents' plans, the father's plan will be the primary plan.
3. If the above rules do not establish an order of benefit determination, the plan which has covered the patient for the longest period of time will be the primary plan.

Specifically, if the Data General employee is a *husband* and the other plan is sponsored by the wife's employer, the following chart applies:

| Expenses Are For: | The Primary Plan Is: | The Secondary Plan Is: |
| --- | --- | --- |
| Husband | Data General plan other plan | other plan |
| Wife | | Data General plan |
| Child | Data General plan | other plan |

If the Data General employee is a wife and the other plan is sponsored by the husband's employer, the following chart applies:

| Expenses Are For: | The Primary Plan Is: | The Secondary Plan Is: |
| --- | --- | --- |
| Husband | other plan | Data General plan |
| Wife | Data General plan other plan | other plan |
| Child | | Data General plan |

### What about COB for dependent children of separated or divorced parents?

If you are separated or divorced, the order in which benefits are paid is determined according to the following rules:
1. The plan of the parent with legal custody pays first.
2. The plan of the spouse or the parent with custody (i.e. the step parent) pays next.
3. The plan of the parent without custody pays last.

If, however, a court decree specifies that one parent is responsible for the child's health care, then the legally-responsible parent's health plan pays first.

### How are benefit payments made?

If the Data General plan is the "primary" plan as determined under the "Order of Benefit Determination" rules, it will pay its benefits without regard to coverage under any other plans.

If the Data General plan is a "secondary" plan under those rules, and there are allowable expenses (any necessary, reasonable and customary expense covered, at least in part, by one of the plans), not covered by the primary plan, the Data General plan will pay its regular benefits as long as the total benefits paid will not exceed the allowable expenses.

Example:

Assume your spouse has medical coverage where he/she works and is covered as a dependent under your plan. If your spouse incurs a medical expense of

$1,000 and his/her plan pays 80 percent following a $100 deductible, that plan would pay $720 ($1,000 - $100 deductible = $900 x 80 percent = $720).

You would submit the same bill for $1,000 to Prudential and normal benefits would be calculated. Assuming you had not yet met the calendar year deductible and the Data General plan covers the expense involved at 80 percent, and you are covered under Plus 1, the calculation would be:

$1,000 - $100 deductible = $900 x 80 percent = $720.

In this scenario, the spouse's plan is primary and will pay $720 of the $1000 charge. The Data General plan, which is secondary, would pay up to $720 but cannot exceed the total amount of expenses actually incurred. Therefore, Data General would pay $280.

| | |
|---|---|
| The original bill = | $1,000 |
| Spouse's plan pays = | 720 |
| Data General pays = | 280 |

If charges for certain procedures are covered under Data General's Medical and Dental plans, the Dental plan will pay its benefits first.

### Credits under COB

Any benefit reduction resulting from the application of the COB provision will be available for future claims. It will be applied toward additional allowable expenses which the covered person incurs later in the same calendar year for expenses not otherwise payable under another plan (up to 100 percent of the total covered expense).

In the example above, the difference between what was payable under the Data General plan and the amount actually paid is $440 ($720 - $280 = $440). This $440 would be credited to your account and be available to pay future covered expenses incurred by your spouse in the same calendar year. For example, if one month after the initial $1,000 expense was incurred your spouse incurs a second expense of $200 and his/her plan will not pay anything, Prudential will pay the entire amount instead of the usual $160 ($200 x 80 percent) because there was a $440 credit.

### Employee and spouse working at Data General

The Data General Medical Plan does not allow coverage as both an employee and a dependent. Consequently, COB is not possible in that situation.

## Training

Educational Services is offering the following courses. Prior approval of your supervisor is required for course registration. Call (tie line) 221-1647 to enroll in these classes or other classes. All classes are held at the Education Center at 2400 Computer Drive in Westboro.

• *WordPerfect Word Processing (OA180)* - This three-day course teaches the features of the Wordperfect word processor. Editing, merging, formatting, macros, and using the HELP function are just a few of the topic which will be discussed in this class which begins on Tuesday, November 10.

• *XODIAC System Manager (S220)* - This course is designed for AOS or AOS/VS programmers, analysts, and system managers who wish to learn the use, installation, and management of the Data General XODIAC network management system. To be eligible, employees should have taken S209 (AOS and AOS/VS User) and either S219 (AOS System Manager) or S219/VS (AOS/VS System Manager). This three-day class starts on Tuesday, November 17.

• *ECLIPSE MV/4000 Field Maintenance (H148)* - This five-day course teaches employees how to install and configure an ECLIPSE MV/4000 computer system; load and run diagnostic programs to verify proper system operation, and perform board-level maintenance by isolation of faults to the Field Replaceable Unit. The prerequisite for this course is H100/MV (Intro to DG 32-Bit Systems). This class starts on Monday, November 16.

• *6236/6237 Disc Field Maintenance (H236)* - Designed for computer maintenance technicians, this course teaches how to load and run diagnostics and perform FRU-level maintenance on the Data General 6236/6237 disc. The prerequisite of H100 or H100/MV (Data General 16-Bit of 32-Bit computer systems) is required for th. three-day class, which starts on Wednesday, November 11.

• *C Language: An Introduction (SM131E)* - This special three-day seminar for employees provides hands-on experience with C programming under AOS/VS and MV/UX. Employees should have experience in writing code in high-level language to take this seminar, which begins on Tuesday, November 17.

• *DC/PC*I Systems Programming; Tips And Techniques (SM525)* - This three-day seminar provides hands-on experience in NETBIOS programming under Data General's XODIAC Transport Servies (WTS). Prerequisites for this seminar are DC131 (Intro to Data Communication), S145 (Intro to MS-DOS), and an assumed knowledge of PC*I configuration and functions. This course begins on Tuesday, November 10.

• *Introduction to the DG/UX Environment (SM517E)* - This three-day seminar examines the facilities of DG/UX, Data General's implementation of the UNIX operating system. This seminar will teach employees how to build, maintain and work productively within the DG/UX UNIX environment. Employees will learn how to improve their productivity with DG/UX software development tools and communications techniques using UUCP and TCP/UO. This course begins on Wednesday, November 11.

## Software Training For Employees

Educational Services is offering the following software training for employees who participate in the these sses:

| Course & Audience/Prerequisites | Test Dates |
|---|---|
| **Cognos Quiz** | |
| Non-programming professionals who need to make reports from existing data bases. | November 9, 10 |
| **CEO Rev 3.0** | |
| CEO users who need to learn Rev 3.0 enhancements. Participants should be familiar with CEO. | November 23, 24 |
| **CEO Compound Documents** | |
| Anyone who wants to create printed documents that include text, spreadsheets, data tables &/or graphics. Participants shoudld be familiar with CEO and CEOWrite. | December 11 |

If you are interested in participating in any of these tests and receiving training in the software, contact Lillian Cochran at (tie line) 221-1548 or via CEO at host system ZETA. All tests will be conducted at 2400 Computer Drive in in Westboro.

## Activities

### Discount Ski Tickets Available

Discount ski tickets for Killington, Vermont, will be available after November 9. There is a limit of two per employee. Tickets are $25 each. Interested employees should send their requests to the Data General Ski Club at Mail Stop B-233 in Westboro. Employees should make checks payable to the Data General Ski Club. When requesting tickets, please include your badge number, CEO address and extension.

### Boston Ballet To Sponsor The Nutcracker

The Boston Ballet is sponsoring the Nutcracker at the Wang Center and Data General employees may purchase tickets for the Sunday, December 20, performance at the cost of $23.00 each. Tickets may be requested through the Employee Activities Committee at Mail Stop C-128 in Westboro. Please include a self-addressed, stamped envelope with your request.

### Ice Capades To Be At The Centrum

Tickets are available for the Saturday, November 28, show of the Ice Capades at the Centrum. The tickets, which are valid for the 4:00 p.m. show only, can be urchased for $8.00 each. Interested employees can send their requests to Employee Activities at Mail Stop C-128 in Westboro.

## Data General Cruise A Success



*Janet and Michael Golan relax on the deck.*



*Anita Cederholm (center) and friends enjoy the beautiful weather.*



*Joe Mazzola and family climb aboard the "Countess."*

The Data General Employee Activities Committee recently held its second-annual Caribbean Cruise aboard the English ship, the Cunard "Countess." According to Peter Faford, who organized the trip, the weather was perfect, the seas were calm and the casino tables were paying out. In all, 120 employees and their families and guests enjoyed the seven-day cruise, which visited the islands of Puerto Rico, Tortola, St. Maarten, Guadeloupe, St. Lucia, Antigua and St. Thomas. Employees and their guests participated in a talent show, costume party and scavenger hunt. Below are scenes from the cruise.

## MARKETPLACE

### FREE

**Kittens**, to good home, 8 wks old, 7 diff colors, box trained, 278-5283 (Uxbridge).

**Firewood**, mostly pine, some oak, some trees already down, 528-0875 (Norfolk).

### CARPOOL

**Carpool**, existing seeks another driver, from Chelmsford to Webo/Sobo, 8:30 - 5, flex, Hilgemeier ext 6033.

**Carpool**, from Methuen/Lawrence to Webo, 8 - 5, 682-8801 (Lawrence).

**Carpool**, looking to join existing, from Northboro to Webo, 9:30 - 6, Gayle ext 3599.

**Carpool**, from Nashua, NH to Webo, flex, Jim ext 5826.

### FREE

**Washer**, Maytag, works, 366-9407 (Westboro).

### WANTED

**Roommate**, to share well-kept house, non-smoker, 20 min to Webo, $265/mo + 1/2 util, 798-0143 (Worcester).

**Weights**, set for lifting, (603) 635-7516 (Pelham, NH).

**Hockey Players**, for pick-up games, 460-1110 (Marlboro).

### FOR RENT

**Condo**, Dennisport, 2 bedroom, $125/weekend, $250/week, 435-3794 (Hopkinton).

**Apartment**, Grafton Hill, 5 room, 2/3 bedroom, off-street parking, heat, stove, refrig, washer, $650/mo, 791-7607 after 5:00 p.m. (Worcester).

**Condo**, time-share Florida, 12/5-12, slps 6, 2 baths, 3 mi to Disney, appl, jacuzzi/pool/hot tubs, tennis/raquetball, $600/wk, 839-6910 (Grafton).

**Apartment**, Vernon Hill, 2 bdrm, $500/mo + util, 754-2188 (Worcester).

**Apartment**, 5 rm, tile bath, walk-in closet, garage, $575/mo + util, 757-5434 (Worcester).

### FOR SALE

**Machinist Tool Box**, brand new, $80; digital micrometers, 1", $75, 393-7929 (Northboro),

**Woodstove**, Ben Franklin, swing out grill, decorative style, $200, 529-3186, call after 5:00 p.m. (Upton).

**House**, split, three bedroom, central AC, pool, 1 acre, $239,900; guitar, ovation legend acoustic, $399, 533-7752, (Medway).

**Flight tickets**, 2 round trip tickets to Las Vegas, 2/11 to 2/16, $250 each, 853-0863 (Worcester),

**Contemporary Kitchen Set**, with swivel chairs, $125; solid maple set, $85; chaise sofa, $175, 698-8228 (Milton).

**Waterbed**, queen size, $300; flight tickets, good on Continental, some restrictions, $150; dark pine dry sink and dry sink side table, $125; truck cap for 1984 and under Toyotas, Nissans, Mazdas, $75; man's Nordica ski boots, 9-9 1/2, rear entry, $90 534-7095 (Leominster).

**Leather Coat**, grey, full length, size 13, $50, 853-0863 (Worcester).

**Items**, kitchen table and chairs, 42" round table, four chairs, $200; sofa and love seat, green and white velvet brocade, $275; refrigerator, Whirlpool, 26 cubic foot, $450, 877-8610 (Framingham).

**Keystone 109D 8mm Projector**, w/screen, $50, 278-5283 (Uxbridge).

**Canning Jars**, lg assortment, half-gallon, quart & pint, 842-6872 (Shrewsbury).

**Jacobson Rider Lawnmower**, new engine, recent tune-up, w/bagger, $300, 877-5400 (Framingham).

**Colonial Bedroom Set**, solid dk maple, mirrored hutch, chest & hutch hdbd, 368-7726 (Clinton).

**Steelcase Desk**, grey, newly-painted, 50" x 28" will deliver to DG, $30, 433-9817 (Pepperell).

**Water Bed Frame**, qn sz, cherry, 4-poster, Victorian, Sensuma heater, $550, 326-4698 (Dedham).

**Ford Truck Bumper**, pre '86, $75, 839-7197 (Grafton).

**Items**, Canon AE-1, w/flash, 70-210 zoom lens, $250; blk rabbit coat, sz L, $50; turntbl, Sony PSLX-2, direct drive, $75; drums, Tama 5 pc, pwr/roto toms, $1500, 485-4007 (Marlboro).

**Snow Tires**, Kleber V15 m+s, 185/70R13, mnt on Honda Accord rims, $200, 753-0886 (Millbury).

**Sears Ted Williams Family Tent**, 10 x 14, easy set up, $75, (603) 868-6661 (Barrington, NH).

**Items**, JBL 350A speakers, 150w handling, $380/pr; Sony color TV, 13", remote, $230, 460-1075 (Marlboro).

**Skis**, Olin 800J, 150cm, w/Salomon137 adj bindings, $85, 429-5713 (Holliston).

**Computer Printer**, GE terminet type, RS-232 interface, $35, 528-0875 (Norfolk).

**House**, ranch, 3 bdrm, 2 bath, finished basement, 2 car garage, near town center, 881-5891 (Ashland).

**House**, English Tudor/split, 3 bdrm, 1.5 baths, garage, frpl, landscaped, $169,900, 842-6872 (Shrewsbury).

**Items**, 3 pc lvg rm set, 3 tbls, 2 lamps, gold frame mirror; 2 snow tires, B78-13, mnt/balanced, Colt/Plymouth Arrow; gas stove; oak finish vinyl pre-hung door; 100 lbs chain hoist; BO, 842-6872 (Shrewsbury).

**Rug**, 12' x 12', green, BO, 473-4347 (Milford).

**Appliances**, Frigidare side-by-side, $150; Kitchenaide dishwasher, $100; Whirlpool elec cook-top, $75, 263-4639 (Acton).

**Gas Stove**, 30", separate broiler, 15 yrs old, $50/BO, 529-4627 (Upton).

**Winnebago**, '72, 26', self-contained, class A, lo mi, AC, generator, bath, uphol/curtains, CB, stereo/cass, rd lights, levellers, new tires/brakes, $7500/BO, 481-7245 (Marlboro).

**Barrecrafters**, lockable ski racks, fits full-size car w/rain gutters, $30, 943-0907 (Webster).

### AUTOS

**'73 AMC Javelin**, 304 V8, auto, PS, stereo/cass, $2000, 278-5283 (Uxbridge).

**'76 Chevrolet 1/2 Ton Pick-Up**, w/cap, 3 spd, AM/FM cass, $600, 845-1995 (Shrewbury).

**'78 Datsun B210**, hatch, 57K mi, $800/BO, 965-6241 (Newton).

**'81 Monte Carlo**, 104K mi, needs body work, $400/BO, 881-3560 (Ashland).

**'81 Renault 18I**, 4 cyl, 5 spd, 5 spd, 65K mi, $500/BO, 485-4007 (Marlboro).

**'84 VW GTI**, AC, sunroof, alloy wheels, 5 speed, 63K miles, $5600, 533-7752 (Medway).

**'84 Dodge Aries Station Wagon**, dk grey, auto, PS, pwr locks/windows, new tires, garaged, $4000, 443-9274 (Sudbury).

**'85 Renault Encore**, 38K mi, AC, PS/PB, AM/FM cass, $3800/BO, 897-4836 (Maynard).

**'85 Mustang GT**, 5 speed, sun roof, AM/FM stereo, rear window defogger, 45K miles, $8500, 839-6587 (Grafton).

### HOURS

**Westboro Cafeteria**, full breakfast, 6:30 a.m.-10:00 a.m.; lunch, 11:30 a.m.-1:30 p.m.; open from 6:30 a.m.-3:00 p.m. for beverages.

**Pizzeria**, serving from 10:00 a.m.-2:00 p.m.

**Pumpernickel's Deli**, Coffee & pastries, 6:30 a.m.-7:30 p.m.; full breakfast, 6:30 a.m.-10:00 a.m.; deli lunch, 11:00 a.m.-2:00 p.m.; Take-out, 3 p.m.-6:30 p.m.; dinner, 5 p.m.-7:30 p.m.

**3400 Computer Drive Cafeteria**, full breakfast, 7:30 a.m.-10:00 a.m.; lunch, 11:00 a.m.-1:30 p.m.; open from 7:30 a.m.-3:00 p.m. for coffee and pastries.

**Milford**, full breakfast, 6:30 a.m.-8:30 a.m.; lunch 11:15 a.m.-1:15 p.m.; open from 6:30 a.m.-3:15 p.m. for beverages.

**Southboro**, full breakfast, 6:30 a.m.-10:00 a.m.; lunch 11:15 a.m.-1:00 p.m.; open from 6:30 a.m.- 3:00 p.m. for beverages.